

Message Text

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14

ACTION EB-07

INFO OCT-01 AF-06 NEA-10 ISO-00 COME-00 CIAE-00 INR-07

NSAE-00 /031 W

----- 113982

R 061640Z AUG 75

FM AMEMBASSY ABIDJAN

TO SECSTATE WASHDC 4535

INFO AMCONSUL CASABLANCA

AMEMBASSY MONROVIA

LIMITED OFFICIAL USE ABIDJAN 6621

CASABLANCA FOR RCAA

EO 11652:N/A

TAGS: EAIR, BEXP, IV

SUBJ: CIVAIR-BOEING AIRCRAFT

REF:A) STATE 173233 B) MONROVIA 4293

1. BOEING SALES REP WOLFGANG SZEBRAT HAS VISITED ABIDJAN SEVERAL TIMES IN LAST FEW MONTHS AND HAS MADE EXCELLENT IMPRESSION ON AIR AFRIQUE OFFICIALS WHILE GIVING SALES PITCH FOR 737. SZEBRAT LEFT COPIES OF BOEING BROCHURES WITH AIR AFRIQUE, IVORIAN AIR FORCE AND AIR IVOIRE, AS WELL AS EMBASSY.

2. BOEING MISSED SALE LAST WINTER WHEN IVORIAN AIR FORCE BOUGHT TWO FOKKER F-28'S. NOW ALL POTENTIAL BUYERS IN IVORY COAST HAVE BEEN MADE AWARE OF BOEING'S INTEREST HERE.

3. FYI: EMBASSY WISHES TO POINT OUT THAT BOEING FACES STIFF COMPETITION IN THIS MARKET FROM MCDONNELL-DOUGLAS SINCE AIR AFRIQUE ALREADY HAS ONE DC-8-63, FIVE ORDINARY DC-8'S AND TWO DC10'S IN ITS FLEET. EMBASSY HS JUST LEARNED THAT AIR AFRIQUE HAS DECIDED TO PURCHASE
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THREE DC-9'S TO REPLACE ITS AILING CARAVELLES. BOEING

MAY NOT YET BE AWARE OF THIS DEVELOPMENT, END FYI.
SMITH

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NNN

Message Attributes

Automatic Decaptioning: X
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Decaption Note:
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Disposition Approved on Date:
Disposition Authority: greeneet
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
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Disposition History: n/a
Disposition Reason:
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Margaret P. Grafeld
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